



Example of National Accounts Job Description

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Our innovative and growing company is looking for a national accounts. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for national accounts

- Develop and execute complex market campaigns
- Follow new sales leads from beginning to end in an accurate and timely manner while supporting the companies goals and values
- Support sales activities such as proposal development and delivery of proposal presentations and materials for existing and new clients
- Determines and executes the GPO specific value proposition and sales strategy
- Must be willing to work extended hours, as needed, in order to meet sales objectives and ride alongs
- Deliver world class execution with an aligned commercial planning approach by cultivating and maintaining effective business relationships with internal and external customers to include Shoprite, Price Chopper, Tops, Wegmans, Big Y, Demoulas, and Roche DPS operations, various Route to Markets and DPS leadership teams
- Manage allocated trade and marketing funds and budgets to achieve objectives
- Consultation on Request For Proposal's by Strategic Accounts to assess proposed invoicing procedures, renegotiations/changes to assigned national accounts
- Subject matter expert regarding specific National Account Invoicing, Submittal, and billing deadline requirements
- Maintenance of required documentation for invoice submission

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- Previous negotiation experience is preferred
 - Five or more years successful sales and sales management experience
 - Previous experience within Redistribution preferred
 - A minimum of 2 years sales assistant experience or related customer service experience preferred
 - Ability to be flexible in order to perform duties including re-prioritizing work as necessary
 - Demonstrate sound judgement by taking appropriate actions regarding questionable findings or concerns